Inside & Out

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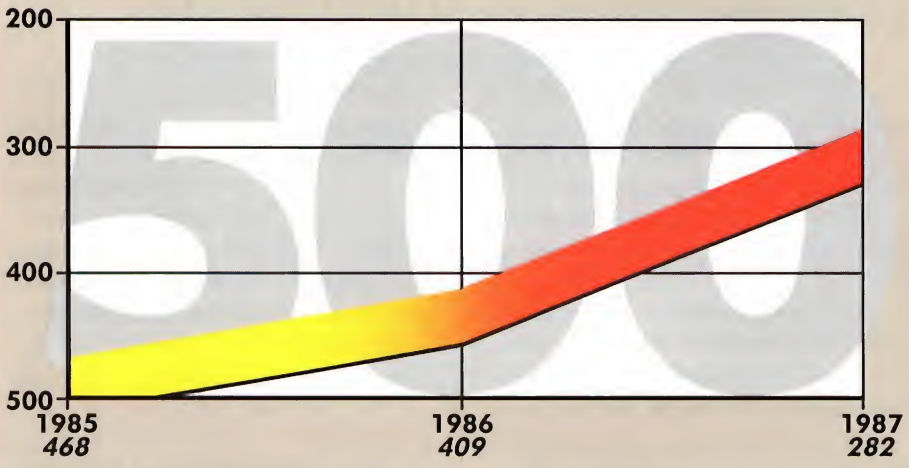
Space biosphere . . . A self-contained prototype space station is under development in Arizona for two years of intensive experiments. COMPAQ computers are being used to help create and monitor these futuristic experiments. Story, page 4.



Moving up . . . Compaq took a giant leap in this year's Fortune 500 listing of the largest industrial companies in the U.S. The company also achieved high rankings in Forbes and Business Week. Story, page 2.

Fun Run . . . It was fun but cold, and involved a lot of hard running, as Compaq co-sponsored and competed in the American Heart Association's Heart & Sole Fun Run. Teamwork was the order of the day as Mike McGinley, Marketing Research Analyst, Century National Bank, passed the baton to Lee Murdy, Director of Training & Development, Willowchase, on one of four Compaq relay teams. Story, page 8.

Annual report: more good news

Each year, Compaq issues an annual report to its stockholders.

It describes the company's progress and explains its business strategies. The report also reflects the image of a progressive, rapidly growing company which has quickly become a leader in the field of personal computers.

The recently-published 1987 annual report chronicles the company's first billion-dollar year and its rapid worldwide expansion.

Additionally, it focuses on some of the organizations that use Compaq computers, from England to Thailand. The annual report soon will be distributed to Compaq personnel worldwide.

Among the year's business highlights:

—To meet increasingly large orders for products, the company's workforce grew worldwide to approximately 4,000 people. Most new employees support U.S. and international manufacturing operations.

—Demand for the company's products was boosted by a 38% growth in the U.S. business computer market. Anticipated growth had been estimated at 15% to 20%.

—Market research shows Compaq was the fourth leading supplier of personal computers in Europe in 1987, with international sales contributing 24% of the company's revenue in 1987, compared to 17% in 1986.

—In addition to introducing four new computer products during the year, the company introduced 44 product options. These included VGA color and monochrome monitors for higher quality screen resolution, memory boards to expand data storage capabilities, and fixed disk drives of up to 300 megabytes in size. Revenue from product options exceeded $100 million, triple from the previous year.

—User satisfaction with products remained high, never falling below 95%.

—An independent survey showed Compaq to be on 51% of the approved vendor lists of Fortune 1000 companies.

—Authorized Compaq Computer Dealers received more than $30 million of advertising, promotional and training assistance from Compaq, contributing to the company's record $1.2 billion in sales.

—Compaq engineers led the industry in product innovation, introducing Flex architecture, which uses the Intel 82385 Cache Memory Controller to increase the flow of data through the computer; a new design for portables which is 1/3 smaller than previously; MS-DOS Version 3.3, co-developed with Microsoft, which allows better utilization of larger fixed disks; and high performance coprocessing using the optional Weitek coprocessor.

—Manufacturing space nearly doubled worldwide in 1987, and will increase by another 28% in 1988.

Peterbilt and Kenworth trucks are built by PACCAR Inc. of Bellevue, Washington, for the long haul. Approximately 25,000 trucks are manufactured annually. With more than 2,000 options available on some models, preparing quotes required hours until sales personnel began using COMPAQ PORTABLE III computers with specialized software. Now an accurate quote can be worked up in just 20 minutes

Five million specimens have been catalogued at London's Royal Botanic Gardens in Kew, which attract tourists and botanists from around the world. With the help of custom software and COMPAQ DESKPRO 286 computers, the task of cataloguing and maintaining records of the garden's specimens have been speeded up and simplified

Sales, earnings exceed projections for quarter

First-quarter sales of COMPAQ products more than doubled over the same period last year, totaling $439 million. This exceeded estimates of financial analysts, who projected the company would sell $360 million to $390 million of products for the period January through March.

Last year, the company sold $211 million of products in the first quarter.

Net income for the first quarter of 1988 was $47 million, or $1.21 per share. This is a 132% increase over net income of $20 million, or $.56 per share, for the first quarter of 1987.

International market growth was a large factor in the company's first-quarter results, according to Compaq President Rod Canion. Sales outside the U.S. and Canada accounted for 45% of total sales.

Other factors cited by Canion included the company's strong brand image and sales of its high-performance products, particularly the COMPAQ DESKPRO 386/20.

The Wall Street Journal noted first-quarter results indicate the company's COMPAQ DESKPRO 386 Model 20 is selling well despite a challenge from IBM's newest personal computer line.

'More credible supplier'

All high-end machines sold to the corporate market are doing well, with Compaq gaining market share faster than IBM, Eugene Glazer, an analyst with Dean Witter Reynolds Inc., told the publication.

Daniel Benton, an analyst with Goldman, Sachs & Co., estimated the Compaq share of the market for advanced machines will grow from about 50% now to about 60% by year-end, according to The Wall Street Journal.

"The trends that helped the company last year are still in place with the industry standard system still being preferred," said Michele Preston, a vice president with Solomon Brothers in New York, in an article in the Houston Chronicle.

"Compaq is the more credible supplier of these systems in the mainstream of retail distribution, and I think they will benefit from this for quite some time," she added.

For the year ended Dec. 31, 1987, Compaq reported sales of $1.2 billion with net income of $136 million.

Debentures offered

Separately, Compaq recently filed for a new $200 offering of convertible subordinated debentures, due in the year 2013.

The offering represents new financing, and will be used to support expansion of the company's business.

Compaq climbs in FORTUNE 500

The company's first billion-dollar year sent it rocketing upward in the annual Fortune 500 listing of the nation's largest industrial companies.

Compaq jumped from 409 to 282 on the list, based on its 1987 sales of $1.22 billion.

A place in the Fortune 500 was first achieved by the company with its 1985 results, when it gained the 463rd position, rising in 1986 to the 409th spot.

Fortune Magazine, a major business magazine, determines the rankings based on total sales for the year. Companies also are rated in several other categories.

The top company in total sales was General Motors Corporation with $101.78 billion in revenues. Total sales for all Fortune 500 companies rose 9% to $1.88 trillion. Profits rose 41% in 1987, to $91 billion.

Compaq ranked second in its return on total return to investors, with a 187% increase over 1986 figures.

Other Compaq rankings were 164 in profits, 295 in assets, 283 in stockholders' equity and 161 in market value.

In profits as a percentage of sales, assets and stockholders' equity, Compaq was 46th, 21st and 20th, respectively.

Fortune magazine found New York is home to the largest number of Fortune 500 firms, with 50 based there. Chicago is next with 24, Pittsburgh in third place with 15, and Houston — headquarters of Compaq — fourth, with 13 of the top 500 companies.

Forbes 500

Compaq also scored well in Forbes business magazine's recent rankings of companies.

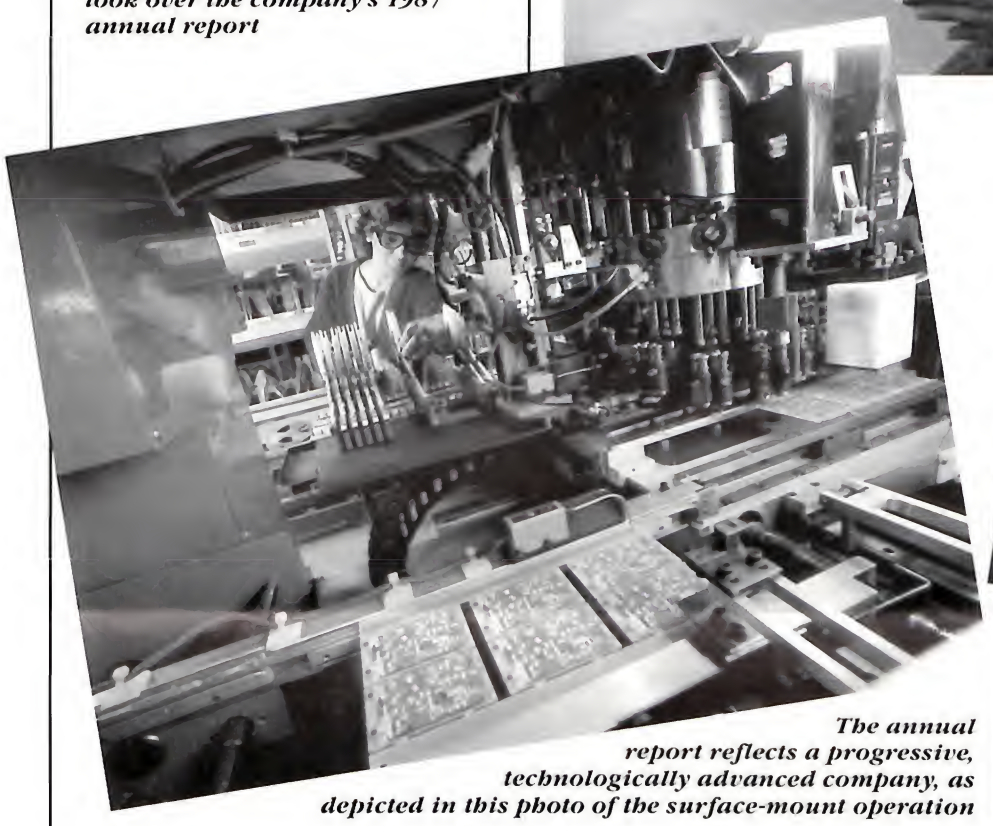
The company was listed as No. 314 for net profits with $136,300,000.

Compaq was second among computer companies in productivity, with profits per employee gauged at $44,000 per person.

Business Week Top 1000

In Business Week's recent rating of the top 1,000 U.S. companies ranked by stock-market value, Compaq was No. 306. For sales, profits and assets, it was Nos. 517, 309 and 683 respectively.

Dave Severn, Material Handler II at Brookhollow, takes a break to look over the company's 1987 annual report



The annual report reflects a progressive, technologically advanced company, as depicted in this photo of the surface-mount operation

Several interesting applications of COMPAQ computers are featured in the company's annual report. Here, barges shuttle thousands of cases of Pepsi from a bottling plant on the Chao Phaya river to warehouses in Bangkok. At Pepsi's international headquarters in the U.S., COMPAQ computers help consolidate shipment and financial data from Thailand and other Far East locations

Annual report offers 1987 in review

February 13
Broke ground on a 40-acre site in Erskine, Scotland for the Company's first manufacturing facility in Europe. The facility will supply the European market with COMPAQ products, as well as provide a high level of service support.

February 17
Introduced the COMPAQ PORTABLE III in New York City and, simultaneously, in 16 other cities on three continents. This product was the best selling full-function portable personal computer in the world during 1987.

March 3
Issued $150 million in convertible bonds at an interest rate of 5 1/4%.

March 9
Introduced the 12-MHz COMPAQ DESKPRO 286, the most powerful desktop personal computer in its class. This computer is up to 50% faster than personal computers based on the 80286 microprocessor running at 8 MHz.

June 12
Officially opened the Company's first manufacturing facility outside the United States — the Singapore printed circuit board assembly facility.

July 17
Named "Vendor of the Year" for service by ComputerLand, the world's largest chain of computer stores. Compaq received this award for excellence in service support to dealers.

July 23
Began construction of major office buildings and manufacturing facilities at Compaq Center West, an expansion of Compaq corporate headquarters in Houston, Texas.

September 23
Introduced Microsoft Windows/386 Presentation Manager, a software program co-developed with Microsoft Corporation. The program features an easy-to-use, graphics-like interface that permits users to run several MS-DOS applications at the same time. Microsoft Windows/386 taps many of the unique capabilities of 80386-based COMPAQ products.

September 29
Introduced the COMPAQ DESKPRO 386/20, the fastest, most powerful personal computer in the world, and the COMPAQ PORTABLE 386, the most advanced, full-function portable ever built.

October 1
Selected by readers of **PC World** magazine as having the "Top Desktop Computer" of 1987. The award was for the COMPAQ DESKPRO 386, Model 40. The COMPAQ PORTABLE II, Model 20 took top honors in the "Transportable Computer" category.

October 23
Introduced the COMPAQ Video Graphics Color Monitor, COMPAQ Video Graphics Monochrome Monitor and COMPAQ Video Graphics Controller Board. These new options — offering the latest in VGA graphics capabilities — provide greater monitor clarity than before, as well as screen updating performance up to 50% faster than comparable products from IBM.

November 2
Won **PC Magazine's** Awards for Technical Excellence for the COMPAQ DESKPRO 386/20, the COMPAQ PORTABLE 386 and Microsoft Windows/386. The awards are given annually for products that have "most significantly advanced the state of the art of the personal computer."

December 1
Recognized by **Business Month** magazine (formerly **Dun's Review**) as one of America's five best-managed companies in 1987. Others selected were Walt Disney Company, Ford Motor Company, Merck & Company and Pepsico.

December 1
Won the "Portable Computer of the Year" award for the COMPAQ PORTABLE III in an international competition sponsored by West Germany's **CHIP** magazine. Trade journalists in nine countries voted on the award.

December 31
Achieved a record $1.2 billion in sales for the year and $136 million in net income.

Computers indispensable tools to explorers of the future

Photographer Peter Menzel uses a model of Space Biosphere II to show how the 2.25-acre prototype space station will look

A group of modern-day pioneers has turned to personal computers in its quest to conquer new frontiers in space research.

The computers are being used to create a prototype space station now under construction in the desert near Tucson, Arizona. In 1989, eight people will be sealed into this airtight, greenhouse-like environment for a two-year series of experiments.

The self-contained space station, called Biosphere II, will never leave the ground. However, it will provide invaluable insight into questions that must be answered as people venture into outer space and the future: How will they get food? How will they maintain a life-sustaining atmosphere for years on end? Just how much "Earth" must be taken into outer space?

Pushing computers to the limit

To help find these solutions, project scientists are using 27 personal computers, primarily COMPAQ DESKPRO 286 computers. The machines are integral to every facet of Biosphere II, from monitoring drinking water quality after it's recycled from fish tanks to designing how the building will fit onto the rock-strewn hillside.

With such a wide range of applications, the research is also providing a window to the future of microcomputing.

"We are probably pushing the capabilities of personal computers further than anyone ever has before," said Norberto Alvarez-Romo, 34, Director of Cybernetic Systems for Biosphere II and one of 14 candidate "biospherians" for the sealed-in experiments in 1989. With an electronic communications and engineering background and a deep commitment to ecology, he was a consultant for the Mexican government on several regional development projects and for an enterprise in France integrating agricultural technology with ecology.

"We use personal computers for three-dimensional engineering design and drafting, real-time data acquisition and control, spreadsheets, databases, software development, desktop publishing, word processing, real-time modeling and simulation, communications, even artificial intelligence. Most users dedicate one PC for each of the more complex applications, but we use our personal computers to perform many of them.

"For example, one COMPAQ DESKPRO 286 is used for the overall logistics of the project. Besides desktop publishing and spreadsheets for reports, it handles project management, scheduling events and materials coming in and interfaces with the purchasing system. It is part of our communications network and acts as a terminal to a mainframe in Phoenix to keep track of costing and construction schedules. I don't know of anyone else who does as many things as we do on a single personal computer."

What is Biosphere II?

A biosphere is a self-sustaining system that supports plants and animals. Open only to sunlight and electronic communications, no materials come in or go out of a biosphere. The planet Earth is the only known true biosphere (Biosphere I).

Biosphere II is designed to be a microcosm of Earth. Just as Earth maintains its equilibrium through the diversity of its ecosystems, Biosphere II will replicate Earth's ecological systems on a scale large enough to provide valid data for research.

Space Biospheres Ventures is coordinating the $30 million, seven-year project in conjunction with the Institute of Ecotechnics, a London-based international ecological development firm that conceived the idea. Also working on the project is an impressive array of scientists from institutions including the Smithsonian's Marine Systems Laboratory, the New York Botanical Garden's Institute of Economic Botany, and the University of Arizona's Environmental Research Laboratory.

The primary goal of the venture is to market and produce biospheric systems to universities, research institutes and governments, not only for space research but also to help preserve endangered species. Other benefits will be the development of new products and processes such as improved solar energy systems, and systems to recycle air, water and wastes.

The 2.25-acre Biosphere II structure will house five "wilderness" biomes (types of ecological communities): a 25-foot-deep "ocean" with mechanically generated wave action, fresh and salt water marshes, savannah, desert, and rain forest with an 85-foot ceiling. It will contain a human habitat and an intensive agricultural biome for food production. A virtual 20th century Noah's ark, Biosphere II will include a carefully researched selection of 2,000 species of plants and 400 species of animals and insects — a coral reef, fish, chickens, small mammals such as goats and a monkey, ladybugs for natural pest control, even a pair of hummingbirds to pollinate flowers.

Biosphere II's design takes into account natural air and water circulation. Built on a slope, the structure's 40-foot gradient will help drive convection currents. Hot air will rise from the desert at the lowest end, pick up water evaporated from the ocean, and continue up to the tropical forest where it will be cooled by condensers, form clouds, and rain.

The entire system will be self-perpetuating. People and animals will inhale oxygen given off by plants, while their exhalation of carbon dioxide will be used by the plants. Air will be purified through microbe-filled soil, wastes will be purified and processed into compost, and water will be mechanically and biologically filtered and recycled. Personal computers will continuously monitor air and water quality.

"It would be impossible even to dream of such a massive undertaking as Biosphere II without computers. The amount of data and number of variables are astronomical," said Alvarez-Romo.

"Speed and reliability were our reasons for selecting COMPAQ computers. When Biosphere II is sealed, we'll need dependable computers because we won't be able to call our friendly computer repairman to bring a new part. I've been using a COMPAQ personal computer full-time for well over two years, and it's never needed servicing," said Kathleen Dyhr, 37, Director of Information Systems and another biospherian candidate. Once a nutritional counselor in Africa, she turned to ecological work because of the futility of teaching nutrition where the topsoil was so eroded and there was so little water that virtually no food is grown.

The 12-megahertz COMPAQ DESKPRO 286 has been selected as the standard for Biosphere II workstations, and a high-speed COMPAQ DESKPRO 386 is the server for their local area network (LAN) and is used for integrated data processing. While they do much of their own programming on the COMPAQ

A wide range of plants will perform various functions in the sealed space station prototype

computers in Fortran, Basic and C, the scientists also use commercial software packages such as Lotus 1-2-3 for spreadsheets, dBase II and Framework for databases, and AutoCAD for computer-aided design.

"After looking at several network software products, we decided on Novell. One reason is that it takes advantage of the extra memory Compaq offers. It is not uncommon for us to work with databases as large as 3 megabytes in size and half-a-megabyte spreadsheets," Alvarez-Romo said.

Extensive databases keep track of plants and animals that come in, noting where they've come from, what permits were needed to import them, and bibliographic library references that helped make the decision on each particular species. These and other databases can be accessed from the COMPAQ DESKPRO 386 by sixteen personal computers in the research complex's LAN. A fiber optics link is being tested for possible use in the network.

Although Biosphere II is not yet complete, many of its systems are being tested at the site in large greenhouses, a tissue culture laboratory, and a 17,000-cubic-foot test module.

A test module offers preliminary information on the biosphere project

Greenhouse monitoring

In and around the greenhouses, sensors monitor air and ground temperatures, light levels of both photosynthetic active light and infrared light, relative humidity, air pressure, and wind speed and direction. This data is collected and stored by a COMPAQ DESKPRO 286 PC.

The file server, the COMPAQ DESKPRO 386, requests the data from the COMPAQ DESKPRO 286 and automatically places it in spreadsheets along with other relevant information such as type of plant, plant growth rate, production of the plant, and whether the plant is being grown hydroponically, aeroponically, or in soil. If it is growing in soil, data on the soil's composition is included. Personal computers even produce weekly production charts for individual plants, showing how many tomatoes or green peppers or papayas they produce.

Ladybugs will help provide an ecological balance

Test module

Many of the same monitoring and control systems used in the greenhouses run in Biosphere II's test module. The airtight, glass test module, 24' x 24' x 35' at its highest point, is used not only for testing monitoring and control systems but also glazing techniques and sealants, mechanical devices, and experiments with small ecosystems.

Several experiments have been conducted with the inside of the module totally sealed for three months and longer. The test module is the world's largest sealed structure that admits light; its atmosphere is generated entirely by plants. Carbon dioxide balance experiments and other atmospheric studies can be performed that could never be done before. Every three minutes, 24 hours a day, the computer automatically receives data from gas chromatographs, instruments which sample air in the test module for oxygen and carbon dioxide.

Air pressure control

Because the test module is sealed, just as Biosphere II will be, regulating atmospheric volume and pressure of the interior is mandatory. As the sun warms the air, the expanded volume and increased pressure could blow out the structure's glass panes. A rubber lung moves up and down in the 6,000-cubic-foot tank-like chamber (1,000,000 cubic feet for Biosphere II) to adjust the atmospheric volume/pressure inside the test module.

Collecting data from a transducer which senses the position of the lung, a personal computer correlates the information and automatically takes steps to cool or heat the air to regulate the module's atmospheric pressure.

"An interesting analogy is that the COMPAQ DESKPRO 386 is the test module's brain, with the 286s serving as nerve centers, the electronic sensors as nerves, and the mechanical devices as muscles which carry out the brain's instructions," Alvarez-Romo said.

"Technological advances are valuable side benefits in addition to the amazing possibility that Biosphere II can actually help us understand how the world works: how plants and animals and the sun and rocks and water all interact to make Earth the way it is today," said Alvarez-Romo.

With the help of the COMPAQ computers, the biosphere researchers hope to open the door to a new age in ecological management.

Maximizing technology

Sensors monitor the test module and communicate information via data channels to databoards in the personal computers.

"We use typical, off-the-shelf IBM-compatible boards, but have souped up their normal data acquisition and control capacity from 16 to 512 channels," Alvarez-Romo said.

To accomplish this, the biosphere team developed adapter boards called active termination cards which work with an industry standard bus and boards and enhance their capabilities. These cards provide access to test module data from as many as 512 different sensors collecting such information as temperature, light and water flow. Standard hardware components to collect data from so many points would cost about $30,000 per computer. Biosphere II's active termination cards cost just $150 per computer.

The active termination card is one example of technological offspring from the Biosphere II studies. According to Alvarez-Romo, the group plans to market it as an inexpensive way to solve problems in industrial processing and control.

"Biosphere II is really an exciting project. We have the potential of not only helping man's efforts at space exploration, but also finding ways to better conserve natural resources here on Earth."

News

Compaq Center East — CCA, CCM

Jog and eat

Although temperatures fell nearly to freezing in an unseasonably cold spell, spring has definitely hit Houston. The picnic tables and jogging trail near CCA and CCM are once again surrounded with greenery as people take advantage of the warm spring days.

Big little league

A lucky winner of a COMPAQ PLUS at last year's company picnic was Roy Kuhn, OEM Engineering Technician in CCM II. He recently gave the computer quite a workout when it was used to help register more than 3,500 youngsters in the Katy National Little League baseball program.

"My wife, Donna, and I stayed up until midnight or 1 a.m. every night for a week, putting data into it," he said. "With this much information, I don't know what we would have done without the computer." They used an original program developed specifically for the little league.

"Entering all the data the first time is the hardest part. Next year we'll just have to update it. That will be a dream," he said.

The Katy league is open to youngsters 6-15 years of age living in the north and west areas of Houston. Kuhn coaches teams on which his sons Troy, 8, and Chris, 11, play ball.

Young participants were intrigued at the use of computers on registration day.

"They wanted to know what kind of games it would play," Kuhn said of the youngsters who approached him. Unfortunately, Kuhn had to advise them to go play baseball while he continued to play with the computer.

New training program

The Sales Education & Development group recently began offering a new training program for newly-hired sales representatives.

Previously, new sales personnel completed a self-paced program called "Starting Off Smart" (SOS). This provided training on Compaq history and organization, products and dealer programs. The self-paced program was particularly advantageous because the company was hiring an average of one or two new reps a month, so classes weren't feasible.

With the surge in hiring of new field sales personnel, the company has added an intensive two-week SOS classroom program, held at a conference center in Houston. Participants complete the self-paced SOS program prior to attending the advanced training in Houston.

The new program, which includes tours of Compaq headquarters facilities, covers a broad range of topics. The first week covered dealer programs. The second week's classes involved sharpening participants' individual skills, particularly in areas such as presentations.

Response to the first program was "excellent," according to Chris Schuneman, Director of Sales Education & Development. The second class was scheduled to begin in mid-April, also in Houston.

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Engineering Analyst, Willow
Mitchell Womack,
each

Roy Kuhn
uses his COMPAQ
computer to register participants
in the Katy National Little League

Compaq Center West

More moves

It is not true that Compaq moves people to new quarters every time the tide comes in on Galveston Beach, according to Karen Walker, Director of Facilities. On the other hand, she admits, that estimate isn't far off. With the company's rapid growth, the Facilities department has built and leased new quarters at an incredibly fast pace. As summer nears, more moves are in the works. Several new buildings will be completed at Compaq Center West during the summer and fall, with groups moving in at intervals all year.

Sommermeyer, Brookhollow, Papalote

Traffic tie-ups

During rush hours, traffic near Sommermeyer, Papalote and Brookhollow is backed up as congestion is increased by highway construction.

The good news is: once construction is completed in the summer of 1989, the road will have six lanes, with a center Authorized Vehicle Lane (for buses and car pools).

The project will widen the road from State Highway 6 to West Little York. The center bus and car pool lane will extend to I-10 and Loop 610, where a new terminal will be built by Metro, the city's mass transit service.

Now for a mix of good/bad news: work will start soon on another project in that area. The Beltway toll road system interchange will be under construction between West Little York and Senate for approximately 1½ years, according to sources at the State Highway Department. Once it's finished, however, travel to and from other parts of the city — particularly the southwest area — will be much more convenient for people working at Compaq.

People at Compaq Center, Willowchase, Century Bank and Perry Road facilities also are in for their share of construction. In January, the State Highway Department began widening FM 1960 from I-45 to FM 149. When completed, the road will have six lanes and a center turn lane. The construction is planned to be completed in approximately three years.

Contracts are expected to be let soon on another project to continue widening the road from FM 149 to State Highway 290. Current schedules call for the project to require approximately three years for completion, ending 6-8 months after the projects that are already underway on the other side of FM 149.

The good news: traffic improvements are underway near Compaq facilities in Houston. The bad news: construction is going to take a long, long time

briefs

The jogging trail and picnic tables at paq Center are increasingly popular in Houston. Jogger Cynthia Murray, ase, is offered a cooling soft drink by aterial Handler II, Sommermeyer, as kes a noon break on the wooded trail

Offices and parking garages are readied r occupancy at Compaq Center West

France

Quality test

A "computer survival" letter recently was received from Thierry Schaeffer, who uses a COMPAQ computer in managing the internal audit department of MATRA-HACHETTE, an organization in France which operates in the areas of defense systems, satellites, telecommunications, transportation equipment, electronic equipment, television networks and newspapers. Its revenues are $5 billion (U.S.). The internal audit department uses COMPAQ PORTABLE III units.

Early in February, Thierry's computer was placed in an overhead compartment of an airplane enroute to Chicago.

"In the middle of the plane take-off, in full acceleration, the doors of the cupboard opened and the computer fell down, rolled over through the entire first class cabin, and finally crashed into the central part of the cabin used by the crew members to put plates and magazines," Thierry wrote.

"I was first extremely surprised that the computer had apparently resisted its run." The plastic cover was cracked on the top side and a key fell down when Thierry opened it to check the screen, but otherwise there was little damage.

The real surprise, Thierry said, was "when I tested the computer in Chicago, everything was running perfectly.

"This computer is now running normally for one month since this incident.

"This letter is to tell to your company 'Bravo.'

"Moreover I can tell you that several persons flying with me were really amazed that the computer was still in one part after such a run.

"I don't know if any such test is regularly performed during your quality testing but I can say this one was a very good one . . ."

Spain

Year starts with awards

Compaq Computer S.A., the company's subsidiary in Madrid, Spain, started off the year by receiving several prizes.

MICROS magazine awarded the title "Computer of the Year 1987" for the COMPAQ DESKPRO 386/20. The COMPAQ PORTABLE 386 was recognized in the portables category. MICROS magazine covers the high-end personal computer market and computer applications.

ACTUALIDAD ECONOMICA, a major weekly economic/finance magazine, named the COMPAQ PORTABLE 386 one of the "Hundred Best Ideas" for 1987.

The "Trophy for Professional Micros" was bestowed on the COMPAQ PORTABLE 386 by CHIP magazine, a major computer industry publication.

New address

The staff of COMPAQ COMPUTERS S.A. in Spain has moved to new quarters. The new address is:

COMPAQ COMPUTERS S.A.
Rosario Pino 14-16
28020 Madrid
Telephone: (1) 571-47-22
Fax no.: (1) 571-27-60

U.K.

A bridge too low

Business Development Manager Deborah Gallo learned to "take it on the chin" recently as the EuroTech Show in Glasgow neared its conclusion in March.

Gallo and Lee Johns, Marketing Executive (both of Compaq Computer Ltd. in London) were heading to the exhibition in a van when they joined the ranks of countless people who passed under a seven-foot entrance bridge — in an eight-foot-high van.

The mathematics don't work, and neither did their attempt to pass under the bridge.

"It sliced the top right off the van," explained Simon Turner, Marketing Executive. Not only that, but the COMPAQ PORTABLE 386 on Gallo's lap bounced up and hit her under the chin. Simon reports Gallo suffered some bruising, but fortunately "the COMPAQ PORTABLE 386 powered up with no damage!"

Incidentally, their embarrassment was eased when they called the van rental company to report it and were told, "That's the 10th time this year."

Scotland

Scotland personnel said "Farewell to the Tent" with a barn dance and barbeque. The celebration marked the end of an era — no more temporary quarters for the service operation. Joe McNally, Managing Director of the company's U.K. operation, was on hand to congratulate the Scotland team on their achievements since starting up the operation

Company offers "Solutions"

Challenge: **How to automate refueling and cost accounting for companies which purchase gas from Pacific Pride gas stations.**

Solution: **Compaq computer systems to control purchases and take care of paperwork for the transactions.**

Challenge: **Building a database for more than 4,000 taste tests done monthly for Stroh Brewery, as well as quickly designing modifications for expanding production facilities.**

Solution: **Compaq computers to maintain large databases and perform computer-aided design and drafting functions.**

In their broadest sense, computers provide solutions to business needs. Recognizing that people learn from other people's successes, Compaq has begun publishing a series of case studies which highlight various applications of its products.

The "Solutions from Compaq" flyers are distributed to the company's field sales force to use in assisting Authorized COMPAQ Computer Dealers with presentations.

Four "Solutions" are produced each quarter, with a total of eight available so far. They have focused on automated gas stations, Stroh Brewery Company, Transamerica Insurance Group, Chase Investors Management Corporation, Price Waterhouse accounting firm, Blue Cross and Blue Shield of Illinois, Baxter Healthcare and the Whitney Group, Inc. architectural and design firm.

Although the "Solutions" series is relatively new, response from the field sales force has been enthusiastic.

"I like the idea," said Ed Crunk, Compaq District Sales Manager in Atlanta. "Solutions are what we need to be selling."

Fun Run supports heart association

'We couldn't have done it without people like you'

At 6:30 a.m. on Apr. 10, many people were probably starting to think about their first cup of coffee as they searched their Sunday papers for comics and sports sections.

At Transco Tower near the Galleria, however, runners were warming up to race as last-minute entrants' names were keyed into COMPAQ computers.

The annual Heart & Sole Fun Run, benefiting the American Heart Association, drew 2,302 runners. That number included 16 people from Compaq who ran in the 12-mile team relay race and several additional people who ran in the three-mile individual competition.

As an official sponsor of the event, COMPAQ loaned three COMPAQ PORTABLE III computers for registration and scoring information.

"It really saved us, because we registered over 200 people the morning of the race," said Charlene Craven of Transco, who served as a race organizer.

Compaq entered four teams in the 12-mile relay race, with its top team earning fourth place in its division with a time of 1 hour, 20 minutes and 8 seconds. The race was won by the Lockheed Corporation with a time of 1 hour, three minutes and six seconds. None of the Compaq runners were among the top finishers in the individual race.

A total of 131 corporate teams entered this year, raising $138,000 for the American Heart Association.

Of that amount, $12,000 came from a raffle for prizes donated by sponsors: a Mazda MX6 auto, two round-trip tickets to Australia via Continental Airlines, and a COMPAQ PORTABLE III. Ironically, the delighted winner of the computer was intending to buy a computer to use at his home.

"We had a lot of fun," said Hinton. He added the runners were well cared for with health specialists available as well as stands of fruit, frozen yogurt and drinks.

"It's kind of fun every once in a while to get out there and run with a pack of other people and see how your performance compares with theirs," said Jeff Linn, CAE Systems Engineer, Chasewood I, who was on the fourth-place relay team and runs in other events of this type. "I'm highly in favor of people staying in shape. I think they look better and probably feel better about themselves."

Three runners also won COMPAQ computers when their entries were drawn; no Compaq runners were among the winners, however.

"We couldn't do it without people like you all," Craven said. "There's no way we could go out and buy these prizes."

Cold, windy weather made the run fairly challenging, according to Dale Hinton, Warehouse Supervisor at CCM, who served as captain for one of the relay teams.

"My team made me run first; I think they figured they could be warmed up by the time I finished my three miles!" laughed Hinton, who opted to run in spite of shin splint injuries.

Hinton's team ran in seventh place until the final leg, when a team member turned in a much slower time. Because his smoking habit had led him to light up on the course prior to the race, he got no sympathy from teammates who joke that he finished last behind heavyweight cartoon figure Fat Albert.

Jim D'Arezzo, Vice President of Corporate Marketing, right, presented COMPAQ computers to lucky winners whose names were drawn at random from among "Fun Run" participants

Bike tour cold, windy but highly successful

Bikers participating in a recent Houston-to-Austin trip may have felt they were traveling in time — back to winter.

The annual bike tour, which raises money for the National Multiple Sclerosis Society, began Apr. 9 on a beautiful, somewhat overcast Saturday morning.

When bicyclists awoke in LaGrange on Sunday morning for the second leg of the trip, however, it was "cold, dark, raining, windy, nasty," said Liz Gullion, Information Systems Services Administrator, CCA I. Gullion was one of 12 people from Compaq who made the long trip to Austin.

Winds were 20-30 m.p.h. and temperatures got nearly to the freezing point. The wind chill factor brought temperatures below freezing for the bicyclists, and many of the riders had to drop out early, with some treated for exposure to cold.

"I got almost 120 miles," Gullion said. "The ride was wonderful. The scenery is gorgeous. The weather made it grueling, but it was so much fun!"

Gullion recalled one 60-year-old man telling of his previous weekend's practice ride with a buddy in the hill country. A couple of people in a battered pickup pulled up beside them and chatted for a few minutes. As the bicyclists struggled in low gear up an incline, one of the men in the pickup looked up at some buzzards roosting in a nearby tree. "You guys better keep moving," he advised them.

Gullion asserted the ride was "wonderful" even if it was grueling.

She was inspired by the memory of a friend in North Dakota who has lived with Multiple Sclerosis for the past 20 years, since she developed the central nervous system disorder while in her 20s.

"When you know somebody who's had Multiple Sclerosis you feel a different kind of obligation. For me, it was a very meaningful experience," she said.

A record-breaking total of 3,424 people made the trip, raising $1,002,000 for the Multiple Sclerosis organization. This more than doubles last year's results, in which 1,625 riders raised approximately $500,000.

LaVonne Parsons, CCA I, leads a group of bicyclists as they enjoy the scenic route

Bluebonnet greetings

"To do something you enjoy doing and help people at the same time — the combination's unbeatable," said Bob Pereira, who works in the company's Emissions Control Lab. He was one of three people from Compaq who rode in the tour last year.

The previous year gave him good experience: "Instead of being cold and windy, it was cold and wet," he remembered, so he took warm clothes.

"There was a Wal-Mart right outside Bastrop State Park. A lot of people stopped to buy warm sweatsuits and gloves," he said.

The first day of riding, however, was a day to remember.

"The wildflowers were out — there were solid fields of bluebonnets everywhere. There was some wonderful scenery," he said.

Pedaling *downhill?*

Another repeat rider from last year was Lorna May, who is Manager of Technical Support, Systems Engineering, Chasewood II.

"Three or four of my friends last year said they were going to do it and I said they were crazy, then I went and did it." In repeating the ride this year, she found pedaling downhill to be particularly difficult.

Why would someone pedal downhill?

"Usually, going downhill is when you get a rest. But the wind was so strong, you had to pedal against it to get downhill," she said.

After nine hours of hard riding on Sunday, May completed the trip to Austin, collecting more than $2,300 in pledges for the MS effort.

From here — "I'm going camping and mountain climbing; forget the bicycles," laughed May.

Train, train, train

To get in shape for the ride, bicyclists practiced long rides for weeks preceding the event.

Quality Engineer Cathy Smith, Sommermeyer, rode with friends several times a week, usually traveling 50 miles after work on Tuesdays and Thursdays. On weekends, she generally biked 100 miles on Saturday and 60-100 miles on Sunday.

What she couldn't practice was the cold, windy weather or the massive crowd making the trip.

"On a day like that (Sunday), if I was at home, I never would have gone out!" she laughed. Yet Smith made most of the trip before dropping out due to the cold as she neared Austin.

Cathy Smith gets an encouraging hug from Sommermeyer colleague Pat Ellingsworth during bike tour

The ride to Austin passed through some interesting rural countryside, as pointed out by Pat Ellingsworth

Bicyclists who weren't spaced properly could be blown into other bicyclists by wind gusts, making everyone cautious.

"You thank God for the $30 you spent on your helmet. It was real defensive driving," Smith said.

"It was crazy, but it was fun. I think I'll have to do it again," she said. She noted one of the sweetest moments of the entire trip was after she returned home.

"My shower felt great!"

Correction

According to sources in Singapore, Lindy Hamblin — shown in the March ***Inside & Out*** as a finalist in the Miss Compaq contest — presented awards, but was not a participant in the competition.

Also, George Brezik doesn't answer to that name; rather, he should be listed as Lee Brezik.

ACE: something for everyone

Every person who works at Compaq in Houston automatically becomes a member of the Association of Compaq Employees (ACE). The membership also extends to immediate family members.

ACE offers a multitude of activities: softball, basketball, bowling, volleyball, flag football, arts and crafts, Toastmasters, writing, scuba diving, travel tours, golf tournaments, and many others. ACE also arrange discounts for Compaq employees on tickets for various theatre and musical performances, as well as services and products from some area merchants.

Membership is free. ACE is funded largely by Compaq, with the remainder of costs covered by fees for participating in certain activities.

Decisions on what ACE will offer are made by a board of directors elected by employees. Volunteers coordinate each activity.

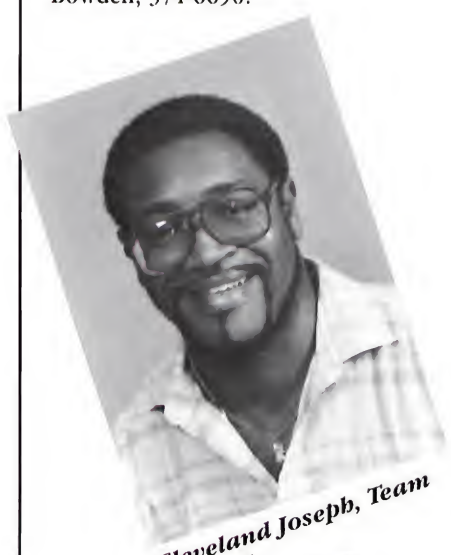
Shown here are the people who represent Compaq employees on the ACE board. To offer suggestions or volunteer to help with activities, contact ACE Administrator Ron Bowden, 374-6690.

Barry Puls, Chairman

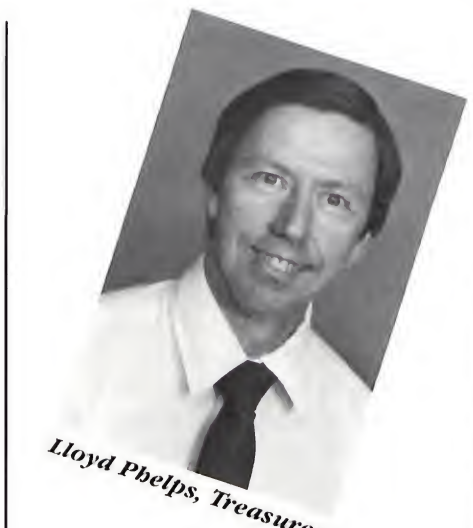
Ken Buras, Co-chairman

Elizabeth Sowers, Secretary

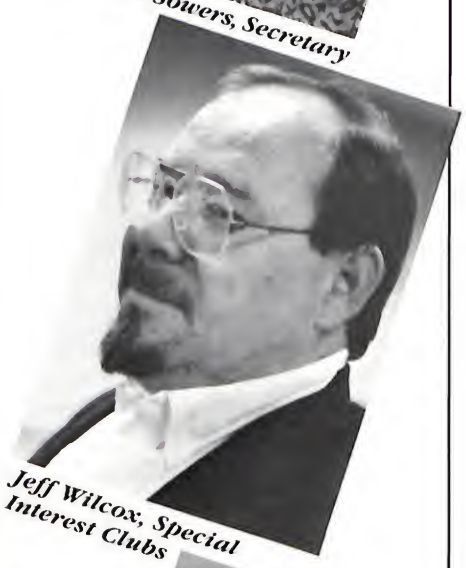
Jill Bird, Associate Treasurer



Cleveland Joseph, Team Sports I



Lloyd Phelps, Treasurer



Jeff Wilcox, Special Interest Clubs

Harry Whitfield, Employee Services

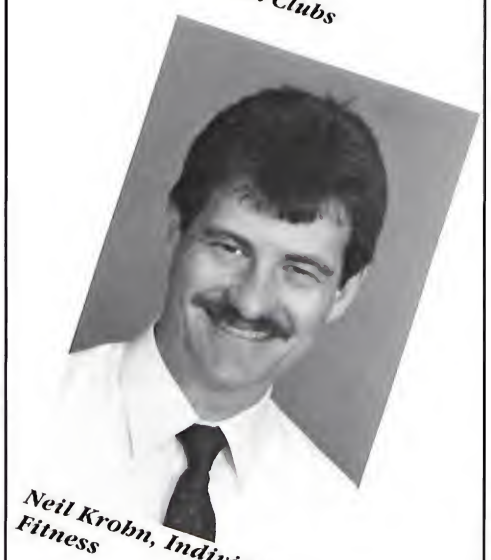
Stacey Whala, Communicator

Jennifer Burrage, Associate Special Interest Clubs

Shirley McDade, Associate Individual Fitness

Shelly Norris, At-large

Deeva Hennesy, Associate Team Sports II



Neil Krohn, Individual Fitness

Ron Bowden, Administrator

Carrie Franklin, Special Events

Audrey Dozier, Associate Employee Services

Prudence Konikoff, Associate Communicator

Jeff Linn, Team Sports II

Puzzle winner

Winner of the one-of-a-kind Compaq puzzle, made by James Ayer, is Gay Randall, Corporate Accounting Secretary, CCW. The 600-piece puzzle, measuring 14 1/2 inches x 19 1/2 inches, features a night photo of CCM manufacturing facilities. Randall's name was drawn from entries received through* Inside & Out *Reader Response Cards. Ayer is a designer and manufacturer of wooden puzzles who lives in Salem, Mass. He uses a COMPAQ computer for his design work (see* Inside & Out, *January 1988)

CCM manufacturing facilities, lighted at night, made a beautiful subject for the puzzle created by James Ayer

After hours

In ACE basketball: the Compaq Bruise Brothers won the Cypress Creek YMCA winter basketball tournament, defeating the Hoopers 68-67 in overtime. Joel Poppen, who scored 18 points in the game, was fouled on a layup shot and sank the free throw for the one-point victory. Members of the winning team are Chuck Crowther, Ralph Hamilton, Steve Spaulding, Joel Poppen, Brett Stembo, Bob Anderson and Mike Glass.

Also in ACE sports, the Compaq Cur softball team lost its first four games before achieving a satisfying win against a team from Toshiba, a competing computer manufacturer. "It was great," grinned team member Lorna May. She added that having beaten Toshiba, it was okay with her if the team didn't win any more games this year. "The odds on us winning any more games are not that great, frankly," she laughed.

The ACE winter volleyball league ended recently, with the Incorrigibles taking first place in recreational play and The Chinese Connection taking top honors in competitive play. Members of the Incorrigibles were team captain Jeff Linn, Jeannette Freeman, Theresa McGuire, Pam Robbins, Barry McAuliffe, Theresa McAulifee, Roger Tipley, Phyllis Bongain and Dan Payne. Playing for The Chinese Connection were team captain Toan Ho, Steve Ho, Thang Ho, Lanh Nguyen, Vuyen Ha, Liz Garza, Stacy Wert and Charlotte Orr.

Reminder

The annual company picnic for Houston employees is planned Sunday, May 15 at the Houston Farm & Ranch Club. The site is located on State Highway 6 between Clay Road and I-10 (adjacent to Bear Creek Park).

The picnic starts at 12:00 noon and lasts until 6:00 p.m. Tickets are required for admission, and will serve as entries in three drawings for COMPAQ computers.

In the event of rain, plenty of shelter is available. Food and drinks will be served throughout the day.

No pets or glass containers are allowed at the site.

For details, check the picnic registration packet recently distributed to all employees. Temporary and contract personnel should check with their supervisors for information on attending the picnic.

'What is your idea of the perfect vacation?'

Daryl White, Corporate Controller, CCA III

"Any vacation at all," he laughed.

"I guess from my perspective, it is a vacation taken with my family to a place like Disney World. Nothing any more elaborate than that." White and his wife, Rebecca, took their four youngsters to the fantasy amusement park several years ago, and all agree they want to return there this year.

"It gives me a chance to spend time with my family, which has not been easy to do," White said, and then, letting the "kid" in him emerge, added, "It's a great place to fantasize!"

Heather Derry, Service Administrator, Compaq Canada, Inc., Richmond Hill, Ontario

"Hawaii for two weeks. Or Hawaii for six months.

"There are two things I want to do: take a cruise to the Mediterranean islands and a trip to Hawaii.

"What would I do in Hawaii? Lie on the beach, I guess. Total relaxation. Probably a little bit of sight-seeing also. Actually, I won't know what all's down there until I get there."

Edmund Hain, Public Relations Manager, Compaq Computer GmbH, Munich, West Germany

"In the summertime, the aircrafts are full and the Autobahn is bottlenecked with cars because most everyone leaves at the same time for holiday," he said, explaining that most families arrange to go on vacation during student holidays from school.

"I would prefer to take a holiday on the beach where the weather would be fine and warm and there are not so many people. I don't need any disco. The water would be clean, the air would be clean. Because I have a family with two little children I prefer to stay in an apartment, but that's all. I think it would be a quiet region and not very large.

"One more vacation and I'll have it done" says Rick Smith

"Any vacation at all," sighs Daryl White

"What could be interesting, too, is a holiday in the mountains — the Alps, for example," he reflected. "The mountains, especially if they are a little bit higher, have a big advantage: you don't hear any cars. It's fantastic!"

Rick Smith, Reliability Engineering Manager, Chasewood II

"My idea of a perfect vacation is to not work on my house," Smith said.

He has personally constructed a 900-sq. ft. second-story addition to the family home, working on it as he could make time for roughly a year.

"I'm real close to being finished. Just one more vacation, and I'll have it done," he said.

Sheila Brooks, Sales Administrator, Atlanta

"A perfect vacation is one where there's no telephone," Brooks laughed as she spoke by telephone from her office in Atlanta.

"It's a place where the weather is 75 degrees nonstop, no rain.

"Where would I be? On a cruise, because they don't have easy access to phones. You'd have to go through a lot of trouble, ship to shore and all that. That would be ideal.

"I think I might like a cruise to the West Indies."

Brooks explained her phone rings constantly at work, and because her husband is self-employed, they often receive business calls at home. Their three-year-old son, Franklin, likes to answer the phone, greeting people with, "Hello; how are you doing? I'm doing fine; 'bye-bye." He then hangs up without waiting for an answer.

Since Franklin already loves talking on the phone, "I can hardly wait 'til he's 13," sighed Brooks as she anticipated hours of teen-agers' calls.

"Definitely a cruise," she said as she returned to her idea of the perfect vacation. "Just the ocean, plenty of food, no phones. . ."

Travel tips

As people head off on summer vacations, the company's Corporate Loss Prevention department offers the following safety and security reminders for traveling without anxiety:

—Secure your home's sliding glass doors with a metal rod or broom handle to prevent them from being pried open;

—Ask a neighbor to pick up mail and newspapers, or stop delivery while you're gone;

—Put your living room light on a timer that comes on at dusk, and cut shrubs below window level;

—Install good outside lighting and deadbolt locks;

—Use traveler's checks and credit cards, not cash;

—Avoid ground floor hotel rooms to reduce the risk of unauthorized people entering through a window. Keep your door locked at all times, even when you are in the room;

—Place a "Do Not Disturb" sign on your door and turn on the radio or television when you leave;

—Place a chair or piece of luggage in front of the door to alert you to trespassers. You may want to carry your own slip lock or portable alarm;

—Be suspicious of unusual calls to your room. Don't admit visitors without fully identifying them;

—Lock all valuables in the hotel safe;

—Tag all luggage with your name and company address. Don't use your business card or title;

—Don't leave luggage or valuable items visible inside parked cars;

—Keep your car at least half full of gasoline. Properly inflate the spare tire and be sure it has all tire repair equipment with it;

—Keep car doors and windows closed and locked;

—Don't park your car on the street overnight. Use a parking garage and take the keys;

—In selecting a hotel, look for one with sprinklers and fire detection devices. Upon arrival, find the fire exits and check the layout of the room;

—Stay safe, and have a great time!

COMPAQ

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